

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

UNCLAS STATE 120945

EO11652 NA

TAGS: BEXP, VE

SUBJ: VISIT OF HENRY WATTS TO CARACAS

REF: TELECON FALK/CAHILL, MAY 30, 1974

1. THIS WILL CONFIRM CONVERSATION OF B. CAHILL, DIRECTOR
LATIN AMERICAN DIVISION OIM, COMMERCE WITH COMMERCIAL ATTACHE
FALK REGARDING THE VISIT TO CARACAS OF HENRY WATTS MARKET
RESEARCH OFFICER US TRADE CENTER MEXICO.

2. WATTS WILL BE DISCUSSING POSSIBLE MARKET RESEARCH CONTRACTS
WITH FIRMS IN CARACAS OF THEIR INTEREST AND CAPABILITY TO
CONDUCT MARKET RESEARCH SURVEYS FOR COMMERCE IN ECUADOR AND
PERU. SURVEYS WILL BE TO ASSIST IN TRADE PROMOTIONAL
PLANNING IN THE TWO COUNTRIES. IN EARLIER CONVERSATION WITH
EMBASSY COMMERCIAL SECTION, LATTER SUGGESTED SEVERAL FIRMS
IN CARACAS THAT MIGHT HAVE SUCH CAPABILITIES.

3. ACTUAL EXECUTION OF CONTRACT OR CONTRACTS DEPENDENT UPON
AVAILABILITY OF APPROPRIATED FUNDS.

4. WATTS HIGHLY COMPETENT IN FIELD OF MARKET RESEARCH
AND IN LATIN AMERICAN COMMERCIAL MATTERS.

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5. FALK AGREED TO GIVE SUPPORT TO WATTS WITHIN THE LIMITS
NECESSITATED BY CONCURRENT PRESENCE IN CARACAS OF TRADE
MISSION AND CCP TEAM.
KISSINGER

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